

Catalogue no. 63-007-X

# New Motor Vehicle Sales

September 2011



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# New Motor Vehicle Sales

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- . not available for any reference period
- .. not available for a specific reference period
- ... not applicable
- 0 true zero or a value rounded to zero
- 0<sup>s</sup> value rounded to 0 (zero) where there is a meaningful distinction between true zero and the value that was rounded
- p preliminary
- r revised
- x suppressed to meet the confidentiality requirements of the *Statistics Act*
- E use with caution
- F too unreliable to be published
- \* significantly different from reference category ( $p < 0.05$ )

## Note to users

Figures may not add up to totals because of rounding.

## Acknowledgements

This publication was prepared under the direction of:

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# Table of contents

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<b>Highlights</b>	<b>5</b>
<b>Analysis – September 2011</b>	<b>6</b>
Truck share of new vehicle sales at all-time high	6
Vehicle sales increase most in Quebec	7
<b>Related products</b>	<b>9</b>
<b>Statistical tables</b>	
1 Monthly sales of new motor vehicles, by type and origin	11
1-1 in units	11
1-2 in dollars	13
2 Average monthly prices of passenger cars, by origin	15
3 Monthly market share of new passenger car sales (units), by origin, Canada	16
4 Provincial sales of new motor vehicles, by type and origin, in units and dollars, September	17
5 Year to date provincial sales of new motor vehicles, by type and origin	19
5-1 in units, January to September	19
5-2 in dollars, January to September	21
6 Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada	23
7 Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted	24
8 Monthly sales of new motor vehicles, in units, by province, seasonally adjusted	25
<b>Data quality, concepts and methodology</b>	
Definitions	27
<b>Appendix</b>	
I Scope of the survey	28
II List of North American motor vehicle manufacturers	31

## Table of contents – continued

### Charts

1.	New motor vehicle sales, seasonally adjusted, in units, 2008 to 2011	6
2.	Truck, van and bus sales, seasonally adjusted, in units, 2008 to 2011	6
3.	Passenger car sales, seasonally adjusted, in units, 2008 to 2011	7
4.	Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2008 to 2011	7
5.	Cumulative sales of new passenger cars, by origin, in units, 2008 to 2010	8

## Highlights

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### September 2011

The number of new motor vehicles sold in September increased 1.5% to 134,389 units. Higher sales of trucks more than offset a decline in passenger car sales.

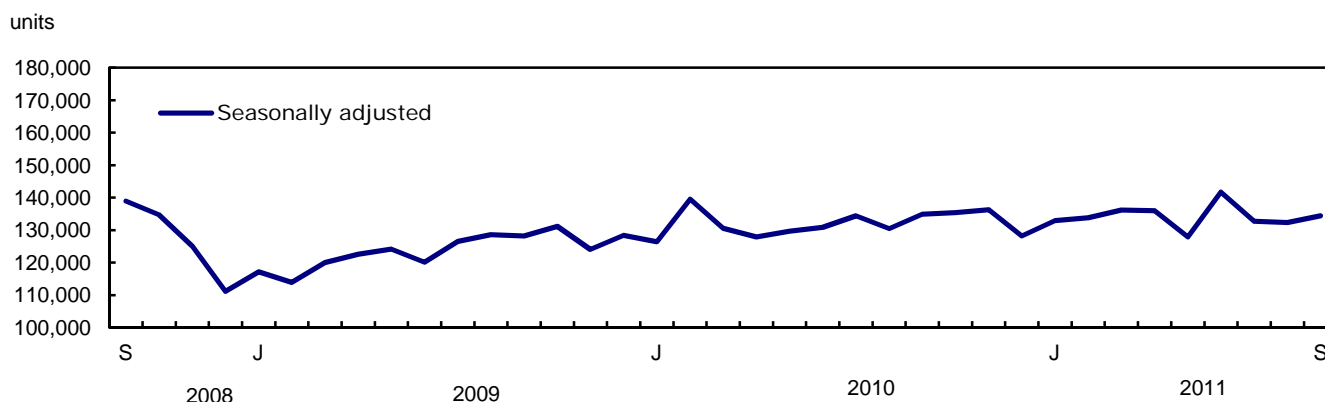
## Analysis – September 2011

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The number of new motor vehicles sold in September increased 1.5% to 134,389 units. Higher sales of trucks more than offset a decline in passenger car sales.

**Chart 1**

**New motor vehicle sales, seasonally adjusted, in units, 2008 to 2011**



Preliminary industry data indicate that the number of new motor vehicles sold in October increased 3%.

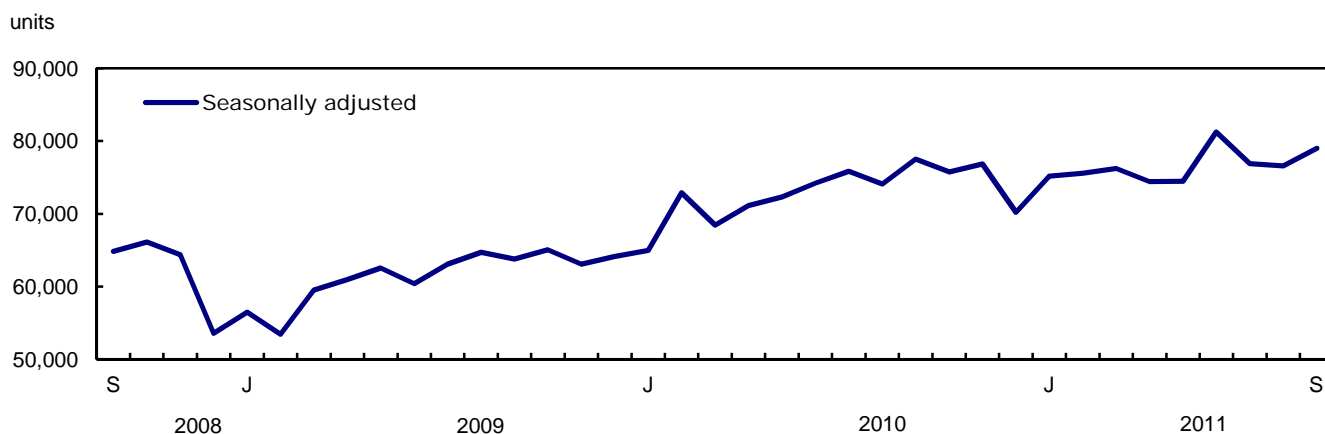
### Truck share of new vehicle sales at all-time high

Sales of trucks (which include minivans, sport-utility vehicles, light and heavy trucks, vans and buses) grew 3.2% to 78,995 units. Trucks accounted for 58.8% of total new vehicle sales in September, their highest share on record.

Passenger car sales decreased 0.7%, a third monthly decline. A drop in sales of North American-built passenger cars (-1.9%) was partially offset by a 1.4% increase in sales of overseas-built passenger cars.

**Chart 2**

**Truck, van and bus sales, seasonally adjusted, in units, 2008 to 2011**





## Vehicle sales increase most in Quebec

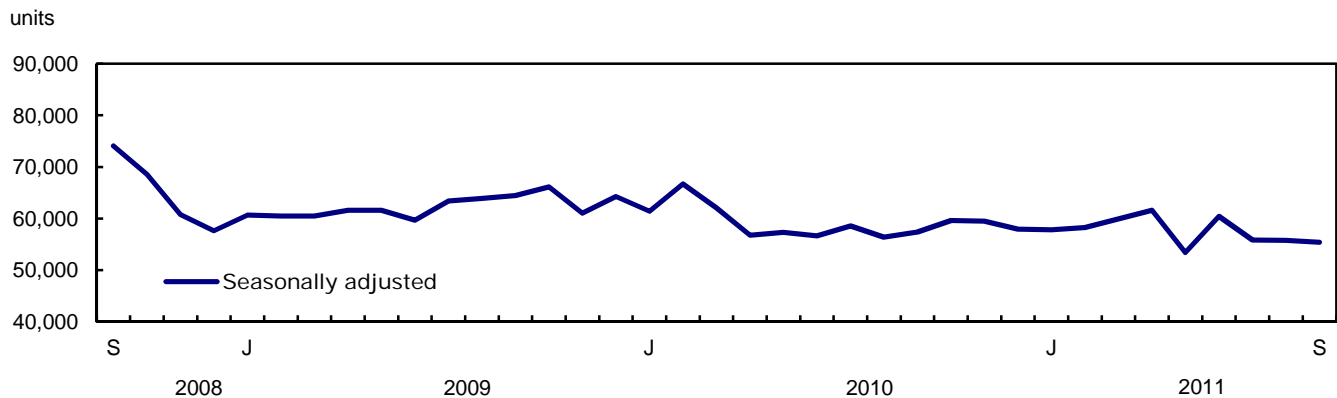
Sales rose in seven provinces in September. Quebec (+4.5%) led the gains, recording its first sales increase since June.

New motor vehicle sales in Ontario rose 0.7%, following relatively flat sales in August.

Sales declined in Manitoba (-3.7%), New Brunswick (-4.1%) and Prince Edward Island (-4.5%), offsetting gains made the previous month.

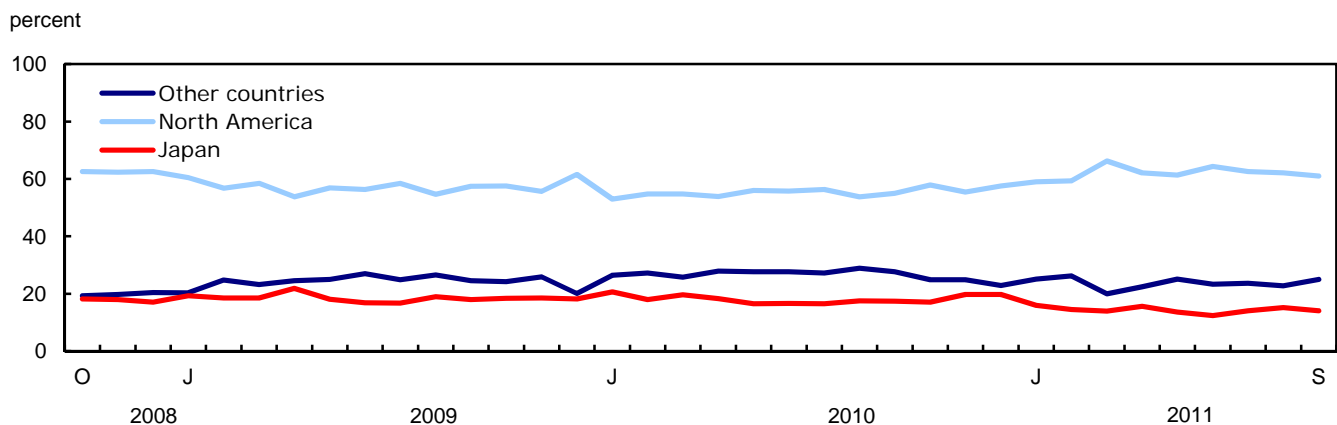
**Chart 3**

**Passenger car sales, seasonally adjusted, in units, 2008 to 2011**



**Chart 4**

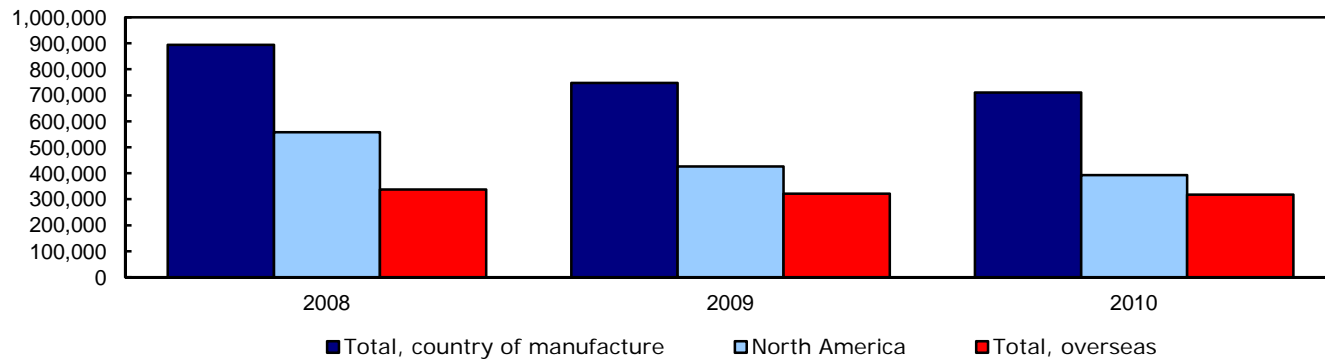
**Monthly distribution of the Canadian motor vehicle market (passenger cars), by origin, 2008 to 2011**



**Chart 5**

**Cumulative sales of new passenger cars, by origin, in units, 2008 to 2010  
January to December**

millions of units



## Related products

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### Selected publications from Statistics Canada

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63-005-X	Retail Trade
63-210-X	Retail Chain and Department Stores
63-236-X	Wholesaling and Retailing in Canada
63-541-X	Retail Commodity Survey, 1989
63F0006X	New Motor Vehicle Sales Seasonal Factors

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### Selected CANSIM tables from Statistics Canada

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079-0003	New motor vehicle sales, Canada, provinces and territories, monthly
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### Selected surveys from Statistics Canada

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2402	New Motor Vehicle Sales Survey
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### Selected summary tables from Statistics Canada

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- *New motor vehicle sales, by province (monthly)*
- *Economic indicators, by province and territory (monthly and quarterly)*
- *New motor vehicle sales*
- *New motor vehicle sales, by province*

# Statistical tables

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**Table 1-1**  
**Monthly sales of new motor vehicles, by type and origin in units**

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	number	%	number	%	number	%	number	%	number	%
<b>2009</b>										
January	78,817	-25.3	21,581	-37.5	6,907	-18.2	7,255	-16.8	35,743	-30.9
February	82,039	-28.0	23,129	-38.1	7,559	-23.2	10,098	-8.2	40,786	-29.9
March	129,831	-15.4	38,347	-23.7	12,138	-21.9	15,210	6.4	65,695	-18.0
April	146,026	-18.6	40,460	-32.7	16,423	-12.0	18,449	-5.6	75,332	-23.4
May	156,025	-17.1	47,369	-29.7	15,020	-29.8	20,792	0.7	83,181	-24.0
June	140,442	-13.9	41,654	-29.6	12,407	-32.1	19,967	7.6	74,028	-22.9
July	141,621	-7.3	42,908	-19.0	12,228	-29.1	18,289	17.2	73,425	-14.4
August	136,971	-8.4	37,309	-25.9	12,947	-16.5	18,127	20.3	68,383	-15.5
September	131,275	-4.5	38,747	-15.0	12,175	-17.1	16,547	16.2	67,469	-9.4
October	123,607	-1.9	35,303	-11.1	11,284	-2.3	14,842	21.2	61,429	-3.3
November	104,589	-2.9	28,504	-10.7	9,477	2.9	13,280	31.3	51,261	0.0
December	113,613	16.9	31,398	12.1	9,295	22.4	10,246	12.3	50,939	13.9
<b>Year</b>	<b>1,484,856</b>	<b>-11.3</b>	<b>426,709</b>	<b>-23.4</b>	<b>137,860</b>	<b>-17.9</b>	<b>183,102</b>	<b>8.2</b>	<b>747,671</b>	<b>-16.4</b>
<b>2010</b>										
January	83,512	6.0	18,910	-12.4	7,361	6.6	9,403	29.6	35,674	-0.2
February	101,788	24.1	24,871	7.5	8,180	8.2	12,366	22.5	45,417	11.4
March	148,052	14.0	38,427	0.2	13,746	13.2	18,079	18.9	70,252	6.9
April	152,187	4.2	37,922	-6.3	12,908	-21.4	19,682	6.7	70,512	-6.4
May	157,082	0.7	41,793	-11.8	12,296	-18.1	20,591	-1.0	74,680	-10.2
June	156,891	11.7	40,601	-2.5	12,069	-2.7	20,212	1.2	72,882	-1.5
July	150,800	6.5	38,018	-11.4	11,170	-8.7	18,394	0.6	67,582	-8.0
August	138,210	0.9	32,796	-12.1	10,669	-17.6	17,632	-2.7	61,097	-10.7
September	137,349	4.6	32,803	-15.3	10,398	-14.6	16,449	-0.6	59,650	-11.6
October	125,731	1.7	32,086	-9.1	9,496	-15.8	13,809	-7.0	55,391	-9.8
November	118,521	13.3	28,371	-0.5	10,069	6.2	12,763	-3.9	51,203	-0.1
December	114,376	0.7	26,372	-16.0	9,027	-2.9	10,475	2.2	45,874	-9.9
<b>Year</b>	<b>1,584,499</b>	<b>6.7</b>	<b>392,970</b>	<b>-7.9</b>	<b>127,389</b>	<b>-7.6</b>	<b>189,855</b>	<b>3.7</b>	<b>710,214</b>	<b>-5.0</b>
<b>2011</b>										
January	86,320	3.4	18,983	0.4	5,131	-30.3	8,069	-14.2	32,183	-9.8
February	98,147	-3.6	23,456	-5.7	5,735	-29.9	10,388	-16.0	39,579	-12.9
March	156,452	5.7	45,830	19.3	9,636	-29.9	13,789	-23.7	69,255	-1.4
April	162,613	6.9	46,962	23.8	11,774	-8.8	16,948	-13.9	75,684	7.3
May	152,064	-3.2	42,526	1.8	9,433	-23.3	17,444	-15.3	69,403	-7.1
June	168,119	7.2	49,009	20.7	9,482	-21.4	17,782	-12.0	76,273	4.7
July	144,171	-4.4	39,273	3.3	8,776	-21.4	14,819	-19.4	62,868	-7.0
August	143,653	3.9	37,489	14.3	9,164	-14.1	13,733	-22.1	60,386	-1.2
September	137,660	0.2	34,587	5.4	7,934	-23.7	14,154	-14.0	56,675	-5.0

See notes at the end of the table.

Table 1-1 – continued

## Monthly sales of new motor vehicles, by type and origin in units

	Total new motor vehicles		Trucks <sup>1</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	number	%	number	%	number	%	number	%
<b>2009</b>								
January	78,817	-25.3	36,985	-21.0	6,089	-12.9	43,074	-20.0
February	82,039	-28.0	34,939	-27.7	6,314	-14.1	41,253	-25.9
March	129,831	-15.4	56,103	-10.6	8,033	-24.3	64,136	-12.6
April	146,026	-18.6	61,884	-10.5	8,810	-25.4	70,694	-12.7
May	156,025	-17.1	63,116	-6.3	9,728	-14.4	72,844	-7.5
June	140,442	-13.9	57,060	-0.8	9,354	-1.9	66,414	-1.0
July	141,621	-7.3	58,572	2.0	9,624	1.9	68,196	2.0
August	136,971	-8.4	59,643	1.3	8,945	-9.0	68,588	-0.1
September	131,275	-4.5	55,050	3.1	8,756	-9.0	63,806	1.3
October	123,607	-1.9	54,058	3.6	8,120	-21.6	62,178	-0.6
November	104,589	-2.9	46,165	-4.1	7,163	-13.6	53,328	-5.5
December	113,613	16.9	55,731	23.5	6,943	-4.7	62,674	19.5
<b>Year</b>	1,484,856	-11.3	639,306	-4.2	97,879	-13.0	737,185	-5.4
<b>2010</b>								
January	83,512	6.0	41,566	12.4	6,272	3.0	47,838	11.1
February	101,788	24.1	49,174	40.7	7,197	14.0	56,371	36.6
March	148,052	14.0	67,511	20.3	10,289	28.1	77,800	21.3
April	152,187	4.2	71,606	15.7	10,069	14.3	81,675	15.5
May	157,082	0.7	72,163	14.3	10,239	5.3	82,402	13.1
June	156,891	11.7	73,745	29.2	10,264	9.7	84,009	26.5
July	150,800	6.5	72,977	24.6	10,241	6.4	83,218	22.0
August	138,210	0.9	67,408	13.0	9,705	8.5	77,113	12.4
September	137,349	4.6	68,393	24.2	9,306	6.3	77,699	21.8
October	125,731	1.7	60,511	11.9	9,829	21.0	70,340	13.1
November	118,521	13.3	57,748	25.1	9,570	33.6	67,318	26.2
December	114,376	0.7	58,530	5.0	9,972	43.6	68,502	9.3
<b>Year</b>	1,584,499	6.7	761,332	19.1	112,953	15.4	874,285	18.6
<b>2011</b>								
January	86,320	3.4	45,268	8.9	8,869	41.4	54,137	13.2
February	98,147	-3.6	49,028	-0.3	9,540	32.6	58,568	3.9
March	156,452	5.7	74,065	9.7	13,132	27.6	87,197	12.1
April	162,613	6.9	73,899	3.2	13,030	29.4	86,929	6.4
May	152,064	-3.2	70,239	-2.7	12,422	21.3	82,661	0.3
June	168,119	7.2	78,349	6.2	13,497	31.5	91,846	9.3
July	144,171	-4.4	69,086	-5.3	12,217	19.3	81,303	-2.3
August	143,653	3.9	70,217	4.2	13,050	34.5	83,267	8.0
September	137,660	0.2	67,039	-2.0	13,946	49.9	80,985	4.2

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note(s):** Percentage change are year-over-year changes.

**Table 1-2**  
**Monthly sales of new motor vehicles, by type and origin in dollars**

	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2009</b>										
January	2,474,417	-26.9	507,228	-40.4	165,705	-18.5	211,478	-15.5	884,410	-32.2
February	2,555,416	-28.2	551,107	-39.1	180,252	-20.5	292,192	-2.1	1,023,552	-28.4
March	4,023,591	-15.7	925,045	-23.3	286,613	-22.3	470,337	15.7	1,681,996	-15.1
April	4,414,203	-19.8	976,849	-32.1	367,461	-18.9	527,386	-7.5	1,871,697	-24.0
May	4,824,893	-13.6	1,155,227	-27.6	358,324	-29.1	613,272	-0.8	2,126,824	-21.8
June	4,461,372	-9.6	1,030,140	-26.9	303,416	-30.0	616,397	5.3	1,949,953	-19.7
July	4,372,313	-5.0	1,027,236	-17.3	305,041	-24.6	545,203	15.0	1,877,480	-11.5
August	4,365,353	-2.7	903,862	-23.4	316,646	-11.7	547,004	24.1	1,767,513	-10.7
September	4,166,515	-0.7	924,120	-14.2	292,836	-12.8	499,958	19.2	1,716,914	-6.3
October	4,036,810	2.0	870,534	-6.9	272,213	-2.2	469,490	18.4	1,612,237	0.1
November	3,437,215	1.3	706,632	-5.9	234,744	6.8	414,588	23.6	1,355,965	3.8
December	3,805,490	19.4	768,379	14.5	223,785	24.9	327,706	6.8	1,319,870	14.0
<b>Year</b>	46,937,588	-9.0	10,346,359	-22.0	3,307,036	-16.6	5,535,011	8.5	19,188,411	-14.1
<b>2010</b>										
January	2,834,682	14.6	469,745	-7.4	177,970	7.4	288,085	36.2	935,801	5.8
February	3,307,185	29.4	608,747	10.5	198,112	9.9	379,243	29.8	1,186,103	15.9
March	4,817,510	19.7	942,317	1.9	340,711	18.9	572,310	21.7	1,855,338	10.3
April	4,974,619	12.7	949,951	-2.8	323,502	-12.0	629,029	19.3	1,902,482	1.6
May	4,990,170	3.4	1,023,559	-11.4	304,179	-15.1	650,251	6.0	1,977,988	-7.0
June	5,090,394	14.1	991,474	-3.8	310,286	2.3	655,935	6.4	1,957,694	0.4
July	4,853,046	11.0	933,565	-9.1	280,458	-8.1	584,975	7.3	1,798,998	-4.2
August	4,521,798	3.6	798,994	-11.6	259,445	-18.1	558,506	2.1	1,616,945	-8.5
September	4,549,860	9.2	797,687	-13.7	254,411	-13.1	540,414	8.1	1,592,511	-7.2
October	4,216,887	4.5	778,456	-10.6	238,846	-12.3	475,029	1.2	1,492,330	-7.4
November	4,054,432	18.0	709,588	0.4	245,589	4.6	449,176	8.3	1,404,353	3.6
December	4,105,026	7.9	654,931	-14.8	222,015	-0.8	384,946	17.5	1,261,892	-4.4
<b>Year</b>	52,315,609	11.5	9,659,014	-6.6	3,155,524	-4.6	6,167,899	11.4	18,982,435	-1.1
<b>2011</b>										
January	2,965,868	4.6	466,626	-0.7	126,283	-29.0	270,123	-6.2	863,031	-7.8
February	3,359,312	1.6	568,105	-6.7	138,885	-29.9	349,046	-8.0	1,056,037	-11.0
March	5,159,286	7.1	1,069,637	13.5	239,552	-29.7	491,505	-14.1	1,800,694	-2.9
April	5,325,409	7.1	1,131,746	19.1	283,427	-12.4	588,270	-6.5	2,003,443	5.3
May	5,051,223	1.2	1,049,241	2.5	225,002	-26.0	586,880	-9.7	1,861,123	-5.9
June	5,541,638	8.9	1,222,406	23.3	211,350	-31.9	599,971	-8.5	2,033,727	3.9
July	4,693,564	-3.3	981,319	5.1	198,025	-29.4	489,348	-16.3	1,668,693	-7.2
August	4,780,998	5.7	939,098	17.5	206,380	-20.5	462,090	-17.3	1,607,567	-0.6
September	4,669,021	2.6	853,035	6.9	196,997	-22.6	485,911	-10.1	1,535,943	-3.6

See notes at the end of the table.

Table 1-2 – continued

## Monthly sales of new motor vehicles, by type and origin in dollars

	Total new motor vehicles		Trucks <sup>1</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2009</b>								
January	2,474,417	-26.9	1,354,960	-25.2	235,048	-13.0	1,590,007	-23.6
February	2,555,416	-28.2	1,287,928	-30.4	243,936	-13.0	1,531,864	-28.1
March	4,023,591	-15.7	2,027,588	-15.6	314,007	-20.1	2,341,595	-16.2
April	4,414,203	-19.8	2,195,008	-15.6	347,498	-20.7	2,542,506	-16.4
May	4,824,893	-13.6	2,315,522	-5.5	382,547	-7.9	2,698,069	-5.8
June	4,461,372	-9.6	2,139,679	-0.3	371,740	2.8	2,511,419	0.2
July	4,372,313	-5.0	2,119,983	-1.0	374,850	9.6	2,494,833	0.5
August	4,365,353	-2.7	2,243,426	4.6	354,414	-1.9	2,597,840	3.7
September	4,166,515	-0.7	2,097,077	4.5	352,524	-1.3	2,449,601	3.6
October	4,036,810	2.0	2,092,221	6.9	332,352	-14.5	2,424,573	3.4
November	3,437,215	1.3	1,781,273	0.4	299,977	-4.0	2,081,250	-0.3
December	3,805,490	19.4	2,193,284	25.0	292,335	5.7	2,485,620	22.4
<b>Year</b>	46,937,588	-9.0	23,847,949	-4.7	3,901,228	-7.1	27,749,177	-5.1
<b>2010</b>								
January	2,834,682	14.6	1,645,833	21.5	253,049	7.7	1,898,881	19.4
February	3,307,185	29.4	1,837,516	42.7	283,567	16.2	2,121,082	38.5
March	4,817,510	19.7	2,549,284	25.7	412,888	31.5	2,962,172	26.5
April	4,974,619	12.7	2,671,908	21.7	400,230	15.2	3,072,138	20.8
May	4,990,170	3.4	2,615,304	12.9	396,878	3.7	3,012,182	11.6
June	5,090,394	14.1	2,729,176	27.6	403,524	8.6	3,132,699	24.7
July	4,853,046	11.0	2,647,060	24.9	406,988	8.6	3,054,048	22.4
August	4,521,798	3.6	2,516,585	12.2	388,269	9.6	2,904,853	11.8
September	4,549,860	9.2	2,573,332	22.7	384,017	8.9	2,957,349	20.7
October	4,216,887	4.5	2,326,945	11.2	397,611	19.6	2,724,556	12.4
November	4,054,432	18.0	2,276,030	27.8	374,048	24.7	2,650,078	27.3
December	4,105,026	7.9	2,460,958	12.2	382,176	30.7	2,843,134	14.4
<b>Year</b>	52,315,609	11.5	28,849,931	21.0	4,483,245	14.9	33,333,172	20.1
<b>2011</b>								
January	2,965,868	4.6	1,767,583	7.4	335,254	32.5	2,102,837	10.7
February	3,359,312	1.6	1,937,636	5.4	365,640	28.9	2,303,276	8.6
March	5,159,286	7.1	2,857,077	12.1	501,516	21.5	3,358,593	13.4
April	5,325,409	7.1	2,823,472	5.7	498,495	24.6	3,321,967	8.1
May	5,051,223	1.2	2,714,825	3.8	475,275	19.8	3,190,100	5.9
June	5,541,638	8.9	3,007,699	10.2	500,212	24.0	3,507,911	12.0
July	4,693,564	-3.3	2,579,350	-2.6	445,521	9.5	3,024,871	-1.0
August	4,780,998	5.7	2,695,535	7.1	477,896	23.1	3,173,431	9.2
September	4,669,021	2.6	2,625,290	2.0	507,789	32.2	3,133,079	5.9

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note(s):** Percentage change are year-over-year changes.



**Table 2**  
**Average monthly prices of passenger cars, by origin**

Period	Total, country of manufacture		North America		Total, overseas		Japan		Other countries	
	Amount	Change	Amount	Change	Amount	Change	Amount	Change	Amount	Change
	\$	%	\$	%	\$	%	\$	%	\$	%
<b>2009</b>										
January	24,744	-1.9	23,503	-4.6	26,633	0.8	23,991	-0.3	29,149	1.5
February	25,096	2.1	23,828	-1.6	26,757	6.2	23,846	3.5	28,936	6.6
March	25,603	3.5	24,123	0.5	27,678	6.6	23,613	-0.5	30,923	8.8
April	24,846	-0.8	24,144	0.9	25,661	-4.2	22,375	-7.9	28,586	-2.1
May	25,569	2.9	24,388	3.0	27,130	1.5	23,856	1.0	29,496	-1.5
June	26,341	4.1	24,731	3.8	28,412	2.7	24,455	3.1	30,871	-2.1
July	25,570	3.5	23,940	2.1	27,861	4.2	24,946	6.3	29,810	-1.9
August	25,847	5.7	24,226	3.4	27,793	6.3	24,457	5.7	30,176	3.2
September	25,447	3.5	23,850	0.9	27,602	5.7	24,052	5.2	30,214	2.6
October	26,246	3.5	24,659	4.7	28,389	0.1	24,124	0.1	31,633	-2.3
November	26,452	3.8	24,791	5.4	28,533	-0.7	24,770	3.8	31,219	-5.9
December	25,911	0.2	24,472	2.1	28,222	-2.9	24,076	2.0	31,984	-4.9
<b>Year</b>	25,664	2.8	24,247	1.9	27,549	2.4	23,988	1.6	30,229	0.2
<b>2010</b>										
January	26,232	6.0	24,841	5.7	27,801	4.4	24,177	0.8	30,638	5.1
February	26,116	4.1	24,476	2.7	28,101	5.0	24,219	1.6	30,668	6.0
March	26,410	3.2	24,522	1.7	28,689	3.7	24,786	5.0	31,656	2.4
April	26,981	8.6	25,050	3.8	29,228	13.9	25,062	12.0	31,960	11.8
May	26,486	3.6	24,491	0.4	29,021	7.0	24,738	3.7	31,579	7.1
June	26,861	2.0	24,420	-1.3	29,932	5.3	25,709	5.1	32,453	5.1
July	26,619	4.1	24,556	2.6	29,273	5.1	25,108	0.6	31,802	6.7
August	26,465	2.4	24,363	0.6	28,902	4.0	24,318	-0.6	31,676	5.0
September	26,698	4.9	24,318	2.0	29,606	7.3	24,467	1.7	32,854	8.7
October	26,942	2.7	24,262	-1.6	30,632	7.9	25,152	4.3	34,400	8.7
November	27,427	3.7	25,011	0.9	30,429	6.6	24,391	-1.5	35,194	12.7
December	27,508	6.2	24,834	1.5	31,123	10.3	24,595	2.2	36,749	14.9
<b>Year</b>	26,728	4.1	24,580	1.4	29,389	6.7	24,771	3.3	32,487	7.5
<b>2011</b>										
January	26,816	2.2	24,581	-1.0	30,031	8.0	24,612	1.8	33,477	9.3
February	26,682	2.2	24,220	-1.0	30,263	7.7	24,217	0.0	33,601	9.6
March	26,001	-1.5	23,339	-4.8	31,208	8.8	24,860	0.3	35,645	12.6
April	26,471	-1.9	24,099	-3.8	30,349	3.8	24,072	-3.9	34,710	8.6
May	26,816	1.2	24,673	0.7	30,207	4.1	23,853	-3.6	33,644	6.5
June	26,664	-0.7	24,942	2.1	29,758	-0.6	22,290	-13.3	33,740	4.0
July	26,543	-0.3	24,987	1.8	29,132	-0.5	22,564	-10.1	33,022	3.8
August	26,622	0.6	25,050	2.8	29,195	1.0	22,521	-7.4	33,648	6.2
September	27,101	1.5	24,663	1.4	30,918	4.4	24,829	1.5	34,330	4.5

**Note(s):** Percentage changes shown are year-to-year changes.

**Table 3**  
**Monthly market share of new passenger car sales (units), by origin, Canada**

Period	Total		Passenger cars					
			North America		Japan		Other countries	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share
	number	%	number	%	number	%	number	%
<b>2009</b>								
January	35,743	100.0	21,581	60.4	6,907	19.3	7,255	20.3
February	40,786	100.0	23,129	56.7	7,559	18.5	10,098	24.8
March	65,695	100.0	38,347	58.4	12,138	18.5	15,210	23.2
April	75,332	100.0	40,460	53.7	16,423	21.8	18,449	24.5
May	83,181	100.0	47,369	56.9	15,020	18.1	20,792	25.0
June	74,028	100.0	41,654	56.3	12,407	16.8	19,967	27.0
July	73,425	100.0	42,908	58.4	12,228	16.7	18,289	24.9
August	68,383	100.0	37,309	54.6	12,947	18.9	18,127	26.5
September	67,469	100.0	38,747	57.4	12,175	18.0	16,547	24.5
October	61,429	100.0	35,303	57.5	11,284	18.4	14,842	24.2
November	51,261	100.0	28,504	55.6	9,477	18.5	13,280	25.9
December	50,939	100.0	31,398	61.6	9,295	18.2	10,246	20.1
<b>Year</b>	747,671	100.0	426,709	57.1	137,860	18.4	183,102	24.5
<b>2010</b>								
January	35,674	100.0	18,910	53.0	7,361	20.6	9,403	26.4
February	45,417	100.0	24,871	54.8	8,180	18.0	12,366	27.2
March	70,252	100.0	38,427	54.7	13,746	19.6	18,079	25.7
April	70,512	100.0	37,922	53.8	12,908	18.3	19,682	27.9
May	74,680	100.0	41,793	56.0	12,296	16.5	20,591	27.6
June	72,882	100.0	40,601	55.7	12,069	16.6	20,212	27.7
July	67,582	100.0	38,018	56.3	11,170	16.5	18,394	27.2
August	61,097	100.0	32,796	53.7	10,669	17.5	17,632	28.9
September	59,650	100.0	32,803	55.0	10,398	17.4	16,449	27.6
October	55,391	100.0	32,086	57.9	9,496	17.1	13,809	24.9
November	51,203	100.0	28,371	55.4	10,069	19.7	12,763	24.9
December	45,874	100.0	26,372	57.5	9,027	19.7	10,475	22.8
<b>Year</b>	710,214	100.0	392,970	55.3	127,389	17.9	189,855	26.7
<b>2011</b>								
January	32,183	100.0	18,983	59.0	5,131	15.9	8,069	25.1
February	39,579	100.0	23,456	59.3	5,735	14.5	10,388	26.2
March	69,255	100.0	45,830	66.2	9,636	13.9	13,789	19.9
April	75,684	100.0	46,962	62.1	11,774	15.6	16,948	22.4
May	69,403	100.0	42,526	61.3	9,433	13.6	17,444	25.1
June	76,273	100.0	49,009	64.3	9,482	12.4	17,782	23.3
July	62,868	100.0	39,273	62.5	8,776	14.0	14,819	23.6
August	60,386	100.0	37,489	62.1	9,164	15.2	13,733	22.7
September	56,675	100.0	34,587	61.0	7,934	14.0	14,154	25.0

**Table 4**  
**Provincial sales of new motor vehicles, by type and origin, in units and dollars, September**

Type and origin of vehicles	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
Total, new motor vehicles						
2009 (number)	131,275	2,792	527	4,084	3,340	35,112
2010 (number)	137,349	2,601	501	3,963	3,322	36,202
2011 (number)	137,660	2,621	501	3,764	3,134	34,995
2011 / 2010 (%)	0.2	0.8	0.0	-5.0	-5.7	-3.3
2009 \$'000	4,166,515	81,284	14,970	118,669	101,106	1,011,125
2010 \$'000	4,549,860	77,443	18,966	115,588	106,510	1,065,466
2011 \$'000	4,669,021	79,493	13,694	112,762	99,149	1,081,370
2011 / 2010 (%)	2.6	2.6	-27.8	-2.4	-6.9	1.5
Passenger cars, manufactured in North America						
2009 (number)	38,747	819	221	1,342	1,054	11,796
2010 (number)	32,803	720	151	1,186	847	10,423
2011 (number)	34,587	693	185	1,195	838	10,575
2011 / 2010 (%)	5.4	-3.8	22.5	0.8	-1.1	1.5
2009 \$'000	924,120	17,936	5,031	30,360	24,361	268,698
2010 \$'000	797,687	15,700	3,390	27,508	20,191	239,279
2011 \$'000	853,035	15,762	4,221	28,522	20,169	247,897
2011 / 2010 (%)	6.9	0.4	24.5	3.7	-0.1	3.6
Passenger cars, manufactured in Japan						
2009 (number)	12,175	x	x	352	x	4,667
2010 (number)	10,398	x	x	207	x	4,250
2011 (number)	7,934	x	x	206	x	3,147
2011 / 2010 (%)	-23.7	x	x	-0.5	x	-26.0
2009 \$'000	292,836	x	x	8,237	x	102,163
2010 \$'000	254,411	x	x	4,747	x	95,580
2011 \$'000	196,997	x	x	4,721	x	69,566
2011 / 2010 (%)	-22.6	x	x	-0.5	x	-27.2
Passenger cars, manufactured in other countries						
2009 (number)	16,547	x	x	551	x	6,050
2010 (number)	16,449	x	x	539	x	5,594
2011 (number)	14,154	x	x	414	x	5,079
2011 / 2010 (%)	-14.0	x	x	-23.2	x	-9.2
2009 \$'000	499,958	x	x	13,308	x	167,016
2010 \$'000	540,414	x	x	13,453	x	164,392
2011 \$'000	485,911	x	x	10,755	x	155,323
2011 / 2010 (%)	-10.1	x	x	-20.1	x	-5.5
Trucks <sup>1</sup> , manufactured in North America						
2009 (number)	55,050	x	x	1,642	1,598	10,332
2010 (number)	68,393	x	x	1,847	1,803	13,267
2011 (number)	67,039	x	x	1,659	1,644	12,265
2011 / 2010 (%)	-2.0	x	x	-10.2	-8.8	-7.6
2009 \$'000	2,097,077	x	x	59,210	59,371	386,684
2010 \$'000	2,573,332	x	x	62,887	68,157	462,705
2011 \$'000	2,625,290	x	x	59,401	61,088	473,049
2011 / 2010 (%)	2.0	x	x	-5.5	-10.4	2.2
Trucks <sup>1</sup> , manufactured overseas						
2009 (number)	8,756	x	x	197	174	2,267
2010 (number)	9,306	x	x	184	153	2,668
2011 (number)	13,946	x	x	290	254	3,929
2011 / 2010 (%)	49.9	x	x	57.6	66.0	47.3
2009 \$'000	352,524	x	x	7,553	5,840	86,564
2010 \$'000	384,017	x	x	6,994	5,352	103,510
2011 \$'000	507,789	x	x	9,363	8,216	135,534
2011 / 2010 (%)	32.2	x	x	33.9	53.5	30.9

See notes at the end of the table.

Table 4 – continued

## Provincial sales of new motor vehicles, by type and origin, in units and dollars, September

Type and origin of vehicles	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories <sup>2</sup>
Total, new motor vehicles						
2009 (number)	131,275	48,080	4,057	4,129	15,893	13,261
2010 (number)	137,349	51,019	4,167	4,261	18,079	13,234
2011 (number)	137,660	50,810	4,204	4,538	19,426	13,667
2011 / 2010 (%)	0.2	-0.4	0.9	6.5	7.5	3.3
2009 \$'000	4,166,515	1,548,834	131,709	142,137	561,540	455,140
2010 \$'000	4,549,860	1,744,722	139,362	151,088	670,323	460,392
2011 \$'000	4,669,021	1,715,497	152,718	170,497	750,359	493,481
2011 / 2010 (%)	2.6	-1.7	9.6	12.8	11.9	7.2
Passenger cars, manufactured in North America						
2009 (number)	38,747	14,947	1,179	1,039	3,327	3,023
2010 (number)	32,803	12,308	974	783	2,923	2,488
2011 (number)	34,587	14,011	900	710	2,784	2,696
2011 / 2010 (%)	5.4	13.8	-7.6	-9.3	-4.8	8.4
2009 \$'000	924,120	365,999	28,615	25,446	83,926	73,748
2010 \$'000	797,687	308,523	23,260	19,312	77,641	62,884
2011 \$'000	853,035	351,464	23,073	18,760	74,376	68,790
2011 / 2010 (%)	6.9	13.9	-0.8	-2.9	-4.2	9.4
Passenger cars, manufactured in Japan						
2009 (number)	12,175	3,905	242	173	992	1,470
2010 (number)	10,398	3,321	200	134	807	1,171
2011 (number)	7,934	2,621	139	103	624	807
2011 / 2010 (%)	-23.7	-21.1	-30.5	-23.1	-22.7	-31.1
2009 \$'000	292,836	101,886	5,870	4,390	25,699	36,628
2010 \$'000	254,411	89,131	4,778	3,345	21,127	28,868
2011 \$'000	196,997	70,120	3,631	2,759	18,074	21,990
2011 / 2010 (%)	-22.6	-21.3	-24.0	-17.5	-14.5	-23.8
Passenger cars, manufactured in other countries						
2009 (number)	16,547	5,714	262	240	1,206	1,829
2010 (number)	16,449	6,173	258	229	1,128	1,858
2011 (number)	14,154	5,031	222	214	1,020	1,699
2011 / 2010 (%)	-14.0	-18.5	-14.0	-6.6	-9.6	-8.6
2009 \$'000	499,958	188,722	6,674	6,614	39,333	62,977
2010 \$'000	540,414	223,329	7,467	6,687	39,602	69,378
2011 \$'000	485,911	192,120	6,533	7,261	35,618	66,350
2011 / 2010 (%)	-10.1	-14.0	-12.5	8.6	-10.1	-4.4
Trucks <sup>1</sup> , manufactured in North America						
2009 (number)	55,050	20,307	2,135	2,534	9,176	5,765
2010 (number)	68,393	25,857	2,492	2,896	11,968	6,613
2011 (number)	67,039	24,139	2,588	3,155	13,127	6,830
2011 / 2010 (%)	-2.0	-6.6	3.9	8.9	9.7	3.3
2009 \$'000	2,097,077	757,055	81,423	100,003	364,371	232,693
2010 \$'000	2,573,332	979,087	94,524	112,915	479,221	250,998
2011 \$'000	2,625,290	913,709	107,404	129,444	553,289	271,500
2011 / 2010 (%)	2.0	-6.7	13.6	14.6	15.5	8.2
Trucks <sup>1</sup> , manufactured overseas						
2009 (number)	8,756	3,207	239	143	1,192	1,174
2010 (number)	9,306	3,360	243	219	1,253	1,104
2011 (number)	13,946	5,008	355	356	1,871	1,635
2011 / 2010 (%)	49.9	49.0	46.1	62.6	49.3	48.1
2009 \$'000	352,524	135,172	9,127	5,684	48,211	49,094
2010 \$'000	384,017	144,652	9,334	8,828	52,732	48,265
2011 \$'000	507,789	188,085	12,077	12,273	69,002	64,852
2011 / 2010 (%)	32.2	30.0	29.4	39.0	30.9	34.4

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

2. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

Table 5-1

## Year to date provincial sales of new motor vehicles, by type and origin in units, January to September

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	number	%	number	%	number	%	number	%	number	%
<b>2009</b>										
Newfoundland and Labrador	23,082	-11.7	7,138	-27.1	x	x	x	x	11,631	-18.7
Prince Edward Island	4,164	-7.2	1,576	-22.4	x	x	x	x	2,418	-16.8
Nova Scotia	37,895	-11.9	13,138	-27.8	2,929	-28.3	5,320	4.4	21,387	-21.9
New Brunswick	27,648	-14.5	8,557	-31.2	x	x	x	x	13,776	-25.5
Quebec	312,230	-12.5	96,571	-25.6	44,804	-20.5	57,023	15.6	198,398	-15.8
Ontario	414,056	-12.1	129,146	-24.6	31,667	-20.9	47,255	3.7	208,068	-19.0
Manitoba	33,634	-10.8	8,899	-28.5	1,939	-24.8	2,528	3.5	13,366	-23.5
Saskatchewan	34,276	-10.3	8,246	-21.3	1,373	-21.4	1,820	-6.5	11,439	-19.3
Alberta	141,155	-24.5	30,269	-38.0	8,313	-30.4	9,698	-11.8	48,280	-32.7
British Columbia and the Territories¹	114,907	-21.4	27,964	-34.2	12,909	-27.7	14,406	-8.7	55,279	-27.4
<b>Canada</b>	1,143,047	-14.9	331,504	-27.6	107,804	-22.8	144,734	5.1	584,042	-20.5
<b>2010</b>										
Newfoundland and Labrador	25,256	9.4	6,900	-3.3	x	x	x	x	11,319	-2.7
Prince Edward Island	4,532	8.8	1,466	-7.0	x	x	x	x	2,224	-8.0
Nova Scotia	38,478	1.5	11,834	-9.9	2,729	-6.8	5,212	-2.0	19,775	-7.5
New Brunswick	30,678	11.0	8,459	-1.1	x	x	x	x	13,686	-0.7
Quebec	329,623	5.6	89,146	-7.7	40,241	-10.2	57,062	0.1	186,449	-6.0
Ontario	450,253	8.7	119,388	-7.6	31,316	-1.1	52,199	10.5	202,903	-2.5
Manitoba	34,992	4.0	8,367	-6.0	1,588	-18.1	2,480	-1.9	12,435	-7.0
Saskatchewan	36,235	5.7	8,813	-17.4	1,183	-13.8	2,021	11.0	10,017	-12.4
Alberta	156,139	10.6	28,537	-5.7	6,783	-18.4	10,647	9.8	45,967	-4.8
British Columbia and the Territories¹	119,685	4.2	25,231	-9.8	11,382	-11.8	16,358	13.5	52,971	-4.2
<b>Canada</b>	1,225,871	7.2	306,141	-7.7	98,797	-8.4	152,808	5.6	557,746	-4.5
<b>2011</b>										
Newfoundland and Labrador	24,063	-4.7	6,670	-3.3	x	x	x	x	9,989	-11.8
Prince Edward Island	4,501	-0.7	1,587	8.3	x	x	x	x	2,172	-2.3
Nova Scotia	35,944	-6.6	12,513	5.7	2,135	-21.8	4,152	-20.3	18,800	-4.9
New Brunswick	31,011	1.1	9,083	7.4	x	x	x	x	13,207	-3.5
Quebec	322,873	-2.0	102,200	14.6	30,998	-23.0	45,368	-20.5	178,566	-4.2
Ontario	465,069	3.3	135,472	13.5	24,423	-22.0	46,128	-11.6	206,023	1.5
Manitoba	36,939	5.6	8,889	6.2	1,254	-21.0	2,097	-15.4	12,240	-1.6
Saskatchewan	38,372	5.9	8,813	0.0	989	-16.4	1,565	-22.6	9,367	-6.5
Alberta	168,145	7.7	27,250	-4.5	5,818	-14.2	8,566	-19.5	41,634	-9.4
British Columbia and the Territories¹	122,282	2.2	27,638	9.5	8,420	-26.0	14,250	-12.9	50,308	-5.0
<b>Canada</b>	1,249,199	1.9	338,115	10.4	77,065	-22.0	127,126	-16.8	542,306	-2.8

See notes at the end of the table.

Table 5-1 – continued

## Year to date provincial sales of new motor vehicles, by type and origin in units, January to September

Province	Total new motor vehicles		Trucks <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	number	%	number	%	number	%	number	%
<b>2009</b>								
Newfoundland and Labrador	23,082	-11.7	x	x	x	x	11,451	-3.2
Prince Edward Island	4,164	-7.2	x	x	x	x	1,746	10.6
Nova Scotia	37,895	-11.9	14,854	7.2	1,654	-6.9	16,508	5.6
New Brunswick	27,648	-14.5	12,514	1.4	1,358	-10.6	13,872	0.1
Quebec	312,230	-12.5	92,588	-6.4	21,244	-5.3	113,832	-6.2
Ontario	414,056	-12.1	178,196	-2.1	27,792	-13.8	205,988	-3.9
Manitoba	33,634	-10.8	18,407	1.5	1,861	-12.5	20,268	0.1
Saskatchewan	34,276	-10.3	21,317	-2.6	1,520	-29.4	22,837	-5.0
Alberta	141,155	-24.5	83,496	-18.7	9,379	-25.8	92,875	-19.4
British Columbia and the Territories <sup>1</sup>	114,907	-21.4	50,244	-16.2	9,384	-7.0	59,628	-14.9
<b>Canada</b>	1,143,047	-14.9	483,352	-7.3	75,653	-12.6	559,005	-8.1
<b>2010</b>								
Newfoundland and Labrador	25,256	9.4	x	x	x	x	13,937	21.7
Prince Edward Island	4,532	8.8	x	x	x	x	2,308	32.2
Nova Scotia	38,478	1.5	16,903	13.8	1,800	8.8	18,703	13.3
New Brunswick	30,678	11.0	15,476	23.7	1,516	11.6	16,992	22.5
Quebec	329,623	5.6	118,454	27.9	24,720	16.4	143,174	25.8
Ontario	450,253	8.7	217,170	21.9	30,180	8.6	247,350	20.1
Manitoba	34,992	4.0	20,716	12.5	1,841	-1.1	22,557	11.3
Saskatchewan	36,235	5.7	24,545	15.1	1,673	10.1	26,218	14.8
Alberta	156,139	10.6	99,684	19.4	10,488	11.8	110,172	18.6
British Columbia and the Territories <sup>1</sup>	119,685	4.2	56,691	12.8	10,023	6.8	66,714	11.9
<b>Canada</b>	1,225,871	7.2	584,543	20.9	83,582	10.5	668,125	19.5
<b>2011</b>								
Newfoundland and Labrador	24,063	-4.7	x	x	x	x	14,074	1.0
Prince Edward Island	4,501	-0.7	x	x	x	x	2,329	0.9
Nova Scotia	35,944	-6.6	14,727	-12.9	2,417	34.3	17,144	-8.3
New Brunswick	31,011	1.1	15,827	2.3	1,977	30.4	17,804	4.8
Quebec	322,873	-2.0	111,844	-5.6	32,463	31.3	144,307	0.8
Ontario	465,069	3.3	219,707	1.2	39,339	30.3	259,046	4.7
Manitoba	36,939	5.6	22,109	6.7	2,590	40.7	24,699	9.5
Saskatchewan	38,372	5.9	26,679	8.7	2,326	39.0	29,005	10.6
Alberta	168,145	7.7	112,404	12.8	14,107	34.5	126,511	14.8
British Columbia and the Territories <sup>1</sup>	122,282	2.2	59,307	4.6	12,667	26.4	71,974	7.9
<b>Canada</b>	1,249,199	1.9	597,190	2.2	109,703	31.3	706,893	5.8

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

2. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note(s):** Percentage changes shown are year-to-year changes.

Table 5-2

## Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to September

Province	Total new motor vehicles		Passenger cars							
			North America		Japan		Other countries		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2009</b>										
Newfoundland and Labrador	657,596	-4.9	165,032	-25.3	x	x	x	x	262,044	-15.8
Prince Edward Island	113,540	2.6	35,674	-19.8	x	x	x	x	52,800	-13.7
Nova Scotia	1,097,231	-3.4	314,482	-24.5	66,178	-26.5	126,483	16.3	507,142	-17.6
New Brunswick	822,277	-5.9	202,251	-27.0	x	x	x	x	317,762	-20.7
Quebec	8,995,328	-8.2	2,216,603	-25.1	983,153	-18.7	1,548,986	20.5	4,748,740	-12.9
Ontario	13,099,336	-12.1	3,176,474	-24.4	829,544	-19.9	1,579,891	2.1	5,585,908	-17.7
Manitoba	1,092,235	-9.1	214,783	-27.4	46,787	-24.1	65,859	9.9	327,428	-21.6
Saskatchewan	1,141,176	-11.4	201,743	-20.7	34,932	-20.1	49,027	1.9	285,699	-17.5
Alberta	4,840,976	-24.2	779,298	-37.2	219,236	-29.6	311,791	-11.0	1,310,327	-31.1
British Columbia and the Territories¹	3,798,376	-18.2	694,477	-30.3	315,394	-27.7	492,615	-7.9	1,502,486	-23.6
<b>Canada</b>	35,658,073	-13.1	8,000,814	-26.6	2,576,294	-21.7	4,323,227	6.4	14,900,339	-18.4
<b>2010</b>										
Newfoundland and Labrador	737,696	12.2	153,633	-6.9	x	x	x	x	250,683	-4.3
Prince Edward Island	129,419	14.0	33,543	-6.0	x	x	x	x	49,692	-5.9
Nova Scotia	1,147,945	4.6	272,370	-13.4	63,998	-3.3	131,525	4.0	467,894	-7.7
New Brunswick	947,563	15.2	201,408	-0.4	x	x	x	x	324,991	2.3
Quebec	9,660,554	7.4	2,064,760	-6.9	917,889	-6.6	1,636,487	5.6	4,619,134	-2.7
Ontario	14,992,456	14.5	3,010,522	-5.2	842,996	1.6	1,852,307	17.2	5,705,826	2.1
Manitoba	1,171,436	7.3	204,569	-4.8	39,637	-15.3	70,400	6.9	314,606	-3.9
Saskatchewan	1,281,619	12.3	168,693	-16.4	30,243	-13.4	56,850	16.0	255,786	-10.5
Alberta	5,729,515	18.4	768,175	-1.4	188,119	-14.2	364,550	16.9	1,320,844	0.8
British Columbia and the Territories¹	4,141,063	9.0	638,369	-8.1	286,178	-9.3	589,858	19.7	1,514,405	0.8
<b>Canada</b>	39,939,264	12.0	7,516,039	-6.1	2,449,074	-4.9	4,858,748	12.4	14,823,860	-0.5
<b>2011</b>										
Newfoundland and Labrador	708,767	-3.9	153,982	0.2	x	x	x	x	228,018	-9.0
Prince Edward Island	124,431	-3.9	36,022	7.4	x	x	x	x	48,296	-2.8
Nova Scotia	1,048,508	-8.7	297,675	9.3	45,748	-28.5	104,982	-20.2	448,403	-4.2
New Brunswick	958,628	1.2	216,221	7.4	x	x	x	x	312,414	-3.9
Quebec	9,811,201	1.6	2,379,795	15.3	671,331	-26.9	1,407,820	-14.0	4,458,945	-3.5
Ontario	15,451,581	3.1	3,353,191	11.4	627,798	-25.5	1,727,920	-6.7	5,708,912	0.1
Manitoba	1,288,271	10.0	222,804	8.9	31,026	-21.7	60,699	-13.8	314,530	0.0
Saskatchewan	1,413,892	10.3	179,496	6.4	24,318	-19.6	48,912	-14.0	252,725	-1.2
Alberta	6,418,921	12.0	732,380	-4.7	155,172	-17.5	308,738	-15.3	1,196,291	-9.4
British Columbia and the Territories¹	4,322,120	4.4	709,641	11.2	207,670	-27.4	544,412	-7.7	1,461,722	-3.5
<b>Canada</b>	41,546,319	4.0	8,281,213	10.2	1,825,901	-25.4	4,323,144	-11.0	14,430,258	-2.7

See notes at the end of the table.

Table 5-2 – continued

## Year to date provincial sales of new motor vehicles, by type and origin in dollars, January to September

Province	Total new motor vehicles		Trucks <sup>2</sup>					
			North America		Overseas		Total	
	Units	Year/year change	Units	Year/year change	Units	Year/year change	Units	Year/year change
	\$'000	%	\$'000	%	\$'000	%	\$'000	%
<b>2009</b>								
Newfoundland and Labrador	657,596	-4.9	x	x	x	x	395,552	4.0
Prince Edward Island	113,540	2.6	x	x	x	x	60,741	22.8
Nova Scotia	1,097,231	-3.4	530,438	15.6	59,650	-2.6	590,089	13.5
New Brunswick	822,277	-5.9	459,316	8.4	45,200	-8.1	504,516	6.7
Quebec	8,995,328	-8.2	3,452,348	-2.6	794,239	-1.2	4,246,588	-2.3
Ontario	13,099,336	-12.1	6,373,490	-7.4	1,139,936	-7.5	7,513,426	-7.5
Manitoba	1,092,235	-9.1	696,962	-1.8	67,843	-8.5	764,806	-2.5
Saskatchewan	1,141,176	-11.4	797,556	-7.6	57,918	-25.1	855,476	-9.1
Alberta	4,840,976	-24.2	3,156,403	-21.2	374,248	-21.1	3,530,650	-21.2
British Columbia and the Territories <sup>1</sup>	3,798,376	-18.2	1,905,815	-16.3	390,073	-2.0	2,295,890	-14.2
<b>Canada</b>	35,658,073	-13.1	17,781,171	-9.1	2,976,564	-7.5	20,757,734	-8.8
<b>2010</b>								
Newfoundland and Labrador	737,696	12.2	x	x	x	x	487,012	23.1
Prince Edward Island	129,419	14.0	x	x	x	x	79,724	31.3
Nova Scotia	1,147,945	4.6	614,407	15.8	65,645	10.1	680,053	15.2
New Brunswick	947,563	15.2	570,625	24.2	51,948	14.9	622,572	23.4
Quebec	9,660,554	7.4	4,118,299	19.3	923,118	16.2	5,041,418	18.7
Ontario	14,992,456	14.5	8,038,990	26.1	1,247,640	9.4	9,286,630	23.6
Manitoba	1,171,436	7.3	786,767	12.9	70,065	3.3	856,831	12.0
Saskatchewan	1,281,619	12.3	961,125	20.5	64,708	11.7	1,025,834	19.9
Alberta	5,729,515	18.4	3,977,953	26.0	430,718	15.1	4,408,670	24.9
British Columbia and the Territories <sup>1</sup>	4,141,063	9.0	2,196,253	15.2	430,406	10.3	2,626,656	14.4
<b>Canada</b>	39,939,264	12.0	21,785,998	22.5	3,329,410	11.9	25,115,404	21.0
<b>2011</b>								
Newfoundland and Labrador	708,767	-3.9	x	x	x	x	480,750	-1.3
Prince Edward Island	124,431	-3.9	x	x	x	x	76,135	-4.5
Nova Scotia	1,048,508	-8.7	517,819	-15.7	82,286	25.3	600,104	-11.8
New Brunswick	958,628	1.2	580,892	1.8	65,320	25.7	646,215	3.8
Quebec	9,811,201	1.6	4,201,480	2.0	1,150,774	24.7	5,352,256	6.2
Ontario	15,451,581	3.1	8,222,807	2.3	1,519,866	21.8	9,742,670	4.9
Manitoba	1,288,271	10.0	881,587	12.1	92,154	31.5	973,740	13.6
Saskatchewan	1,413,892	10.3	1,076,736	12.0	84,430	30.5	1,161,169	13.2
Alberta	6,418,921	12.0	4,688,749	17.9	533,882	24.0	5,222,631	18.5
British Columbia and the Territories <sup>1</sup>	4,322,120	4.4	2,341,702	6.6	518,695	20.5	2,860,397	8.9
<b>Canada</b>	41,546,319	4.0	23,008,467	5.6	4,107,598	23.4	27,116,065	8.0

1. For reasons of confidentiality, data for the Yukon, the Northwest Territories and Nunavut have been included with the data for British Columbia.

2. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note(s):** Percentage changes shown are year-to-year changes.



**Table 6**  
**Annual sales of new motor vehicles, by type and origin, in units and dollars, Canada**

Year	Total	Passenger cars				Trucks <sup>1</sup>		
		Total	North America	Japan	Other countries	Total	North America	Overseas
number								
1988	1,565,501	1,056,310	724,733	243,835	87,742	509,191	459,777	49,414
1989	1,483,875	988,134	675,340	239,548	73,246	495,741	422,398	73,343
1990	1,317,869	884,564	580,397	239,603	64,564	433,305	361,403	71,902
1991	1,287,790	873,184	573,297	237,701	62,186	414,606	347,671	66,935
1992	1,227,419	798,023	503,460	236,675	57,888	429,396	370,422	58,974
1993	1,192,934	739,049	493,759	196,310	48,980	453,885	402,112	51,773
1994	1,260,056	748,666	573,361	129,547	45,758	511,390	475,444	35,946
1995	1,166,535	670,190	553,265	71,493	45,432	496,345	469,590	26,755
1996	1,204,557	660,769	572,581	47,901	40,287	543,788	517,738	26,050
1997	1,424,380	738,550	629,488	66,297	42,765	685,830	628,214	57,616
1998	1,428,932	740,809	590,667	98,275	51,867	688,123	627,256	60,867
1999	1,542,041	806,450	625,292	103,016	78,142	735,591	672,444	63,147
2000	1,587,561	849,171	640,856	106,937	101,378	738,390	669,492	68,898
2001	1,597,964	868,633	619,810	122,998	125,825	729,331	647,987	81,344
2002	1,733,318	934,704	651,305	144,596	138,803	798,614	698,870	99,744
2003	1,626,468	865,475	604,726	126,908	133,841	760,993	654,136	106,857
2004	1,575,195	820,103	542,814	116,426	160,863	755,092	653,637	101,455
2005	1,630,310	845,222	574,639	123,482	147,101	785,088	673,205	111,883
2006	1,666,327	863,161	573,102	142,159	147,900	803,166	681,244	121,922
2007	1,690,538	859,003	551,001	151,298	156,704	831,535	727,909	103,626
2008	1,674,145	894,506	557,422	167,916	169,168	779,639	667,139	112,500
2009	1,484,856	747,671	426,709	137,860	183,102	737,185	639,306	97,879
2010	1,584,499	710,214	392,970	127,389	189,855	874,285	761,332	112,953
\$'000								
1988	26,865,327	16,709,476	11,080,866	3,784,902	1,843,708	10,155,851	9,369,528	786,323
1989	26,959,378	16,541,801	11,034,684	3,887,341	1,619,774	10,417,577	9,059,482	1,358,095
1990	24,888,751	15,245,831	9,784,293	4,015,958	1,445,580	9,642,918	8,210,502	1,432,416
1991	22,855,626	14,103,545	9,038,584	3,789,001	1,275,960	8,752,081	7,503,659	1,248,422
1992	23,484,455	13,691,746	8,450,516	4,053,782	1,187,451	9,792,709	8,613,984	1,178,725
1993	24,630,359	13,278,180	8,620,649	3,560,913	1,096,620	11,352,180	10,227,082	1,125,101
1994	27,893,795	14,182,894	10,595,001	2,346,168	1,241,727	13,710,902	12,846,447	864,453
1995	28,168,806	13,882,004	11,070,368	1,492,451	1,319,184	14,286,804	13,544,980	741,824
1996	31,485,777	14,510,882	12,062,092	1,118,289	1,330,501	16,974,894	16,115,584	859,309
1997	38,986,224	16,836,615	13,809,161	1,519,604	1,507,852	22,149,610	20,341,263	1,808,346
1998	40,255,777	17,054,244	13,101,703	2,110,330	1,842,211	23,201,534	21,165,239	2,036,296
1999	45,317,914	19,017,278	14,138,902	2,246,522	2,631,853	26,300,638	24,055,653	2,244,986
2000	46,930,514	20,790,660	15,089,665	2,431,251	3,269,743	26,139,852	23,745,933	2,393,922
2001	46,886,252	21,168,628	14,575,745	2,882,386	3,710,497	25,717,623	22,958,458	2,759,162
2002	52,227,499	23,191,483	15,521,295	3,501,294	4,168,898	29,036,014	25,633,136	3,402,877
2003	50,493,308	21,685,587	14,565,218	2,988,274	4,132,093	28,807,720	24,845,915	3,961,804
2004	49,639,223	20,489,761	13,261,753	2,694,970	4,533,035	29,149,463	25,384,561	3,764,904
2005	52,311,147	21,220,807	14,051,867	2,928,424	4,240,519	31,090,339	27,031,615	4,058,725
2006	53,966,261	22,077,502	14,250,869	3,469,392	4,357,245	31,888,757	27,445,267	4,443,494
2007	53,676,866	21,770,114	13,452,878	3,707,820	4,609,417	31,906,752	27,961,186	3,945,567
2008	51,565,539	22,331,952	13,263,053	3,966,400	5,102,499	29,233,586	25,036,422	4,197,166
2009	46,937,588	19,188,411	10,346,359	3,307,036	5,535,011	27,749,177	23,847,949	3,901,228
2010	52,315,609	18,982,435	9,659,014	3,155,524	6,167,899	33,333,172	28,849,931	4,483,245

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Table 7**  
**Canada, monthly sales of new motor vehicles, in units, by type and origin, seasonally adjusted**

Period	Total new motor vehicles		Passenger cars				Trucks <sup>1</sup>	
			North America		Overseas		Total	
	Units	Month/month change	Units	Month/month change	Units	Month/month change	Units	Month/month change
	number	%	number	%	number	%	number	%
<b>2009</b>								
January	117,160	5.4	36,472	5.3	24,206	5.3	56,482	5.4
February	113,933	-2.8	34,790	-4.6	25,706	6.2	53,437	-5.4
March	120,004	5.3	34,092	-2.0	26,380	2.6	59,532	11.4
April	122,541	2.1	33,820	-0.8	27,771	5.3	60,950	2.4
May	124,153	1.3	33,696	-0.4	27,921	0.5	62,536	2.6
June	120,084	-3.3	33,085	-1.8	26,590	-4.8	60,409	-3.4
July	126,482	5.3	37,437	13.2	25,984	-2.3	63,061	4.4
August	128,610	1.7	35,439	-5.3	28,449	9.5	64,722	2.6
September	128,246	-0.3	37,377	5.5	27,068	-4.9	63,801	-1.4
October	131,154	2.3	38,268	2.4	27,845	2.9	65,041	1.9
November	124,094	-5.4	34,617	-9.5	26,395	-5.2	63,082	-3.0
December	128,394	3.5	37,616	8.7	26,647	1.0	64,131	1.7
<b>2010</b>								
January	126,380	-1.6	33,140	-11.9	28,280	6.1	64,960	1.3
February	139,562	10.4	36,954	11.5	29,711	5.1	72,897	12.2
March	130,520	-6.5	32,608	-11.8	29,450	-0.9	68,462	-6.1
April	127,903	-2.0	31,676	-2.9	25,100	-14.8	71,127	3.9
May	129,651	1.4	30,926	-2.4	26,396	5.2	72,329	1.7
June	130,887	1.0	30,525	-1.3	26,134	-1.0	74,228	2.6
July	134,368	2.7	32,720	7.2	25,806	-1.3	75,842	2.2
August	130,458	-2.9	31,386	-4.1	24,986	-3.2	74,086	-2.3
September	134,883	3.4	32,370	3.1	25,001	0.1	77,512	4.6
October	135,399	0.4	34,674	7.1	24,954	-0.2	75,771	-2.2
November	136,311	0.7	33,611	-3.1	25,854	3.6	76,846	1.4
December	128,178	-6.0	32,380	-3.7	25,572	-1.1	70,226	-8.6
<b>2011</b>								
January	132,963	3.7	34,938	7.9	22,861	-10.6	75,164	7.0
February	133,863	0.7	35,279	1.0	22,995	0.6	75,589	0.6
March	136,193	1.7	38,665	9.6	21,273	-7.5	76,255	0.9
April	135,994	-0.1	39,549	2.3	22,018	3.5	74,427	-2.4
May	127,887	-6.0	32,230	-18.5	21,174	-3.8	74,483	0.1
June	141,651	10.8	38,993	21.0	21,397	1.1	81,261	9.1
July	132,722	-6.3	34,613	-11.2	21,220	-0.8	76,889	-5.4
August	132,341	-0.3	35,373	2.2	20,399	-3.9	76,569	-0.4
September	134,389	1.5	34,707	-1.9	20,687	1.4	78,995	3.2

1. Trucks include minivans, sport-utility vehicles, light and heavy trucks, vans and buses.

**Note(s):** Percentage changes shown are month-to-month changes.

**Table 8**  
**Monthly sales of new motor vehicles, in units, by province, seasonally adjusted**

Period	Canada	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec
	number					
<b>2009</b>						
January	117,160	2,003	427	3,451	2,749	30,317
February	113,933	1,923	381	3,488	2,433	31,250
March	120,004	2,238	418	3,748	2,722	33,278
April	122,541	2,467	479	3,962	2,861	33,184
May	124,153	2,599	418	4,222	3,114	33,068
June	120,084	2,469	423	4,070	2,796	33,033
July	126,482	2,493	447	4,311	2,956	33,044
August	128,610	2,471	444	4,314	3,130	33,765
September	128,246	2,719	483	4,079	3,337	33,775
October	131,154	2,661	446	4,360	3,195	33,841
November	124,094	2,179	404	3,650	2,895	33,817
December	128,394	2,533	516	4,217	3,086	34,202
<b>2010</b>						
January	126,380	2,663	496	4,050	3,072	34,052
February	139,562	2,665	475	4,538	3,558	37,856
March	130,520	2,667	486	3,929	3,143	36,129
April	127,903	2,511	463	4,155	3,263	33,666
May	129,651	2,564	497	3,990	3,142	33,061
June	130,887	2,718	473	4,432	3,123	33,881
July	134,368	2,675	487	3,714	3,311	34,875
August	130,458	2,551	461	3,773	3,152	34,146
September	134,883	2,591	480	4,056	3,299	34,638
October	135,399	2,790	504	3,826	3,232	36,245
November	136,311	2,657	516	3,747	3,465	35,961
December	128,178	2,617	445	3,433	3,017	35,337
<b>2011</b>						
January	132,963	2,762	432	3,798	3,222	35,466
February	133,863	2,607	471	3,863	2,989	34,254
March	136,193	2,572	520	3,927	3,446	34,322
April	135,994	2,383	482	3,617	3,259	34,780
May	127,887	2,315	433	3,470	3,239	32,851
June	141,651	2,445	492	3,847	3,522	35,088
July	132,722	2,356	471	3,894	3,164	33,691
August	132,341	2,508	490	3,761	3,300	32,428
September	134,389	2,573	468	3,775	3,164	33,879

Table 8 – continued

## Monthly sales of new motor vehicles, in units, by province, seasonally adjusted

Period	Canada	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia and the Territories
	number					
<b>2009</b>						
January	117,160	41,623	3,603	3,690	16,632	12,665
February	113,933	42,274	3,254	3,483	14,286	11,161
March	120,004	43,871	3,491	3,737	14,724	11,777
April	122,541	44,393	3,740	3,743	15,417	12,295
May	124,153	44,977	3,931	3,998	15,278	12,548
June	120,084	42,255	3,551	3,429	15,332	12,726
July	126,482	46,941	3,691	3,985	15,800	12,814
August	128,610	48,427	3,802	3,747	15,498	13,012
September	128,246	47,123	3,722	3,867	15,743	13,398
October	131,154	47,814	3,918	4,261	16,917	13,741
November	124,094	45,548	3,631	3,195	15,289	13,486
December	128,394	47,362	3,661	3,758	15,852	13,207
<b>2010</b>						
January	126,380	45,603	3,536	3,912	15,888	13,108
February	139,562	51,482	4,079	4,612	17,544	12,753
March	130,520	47,990	3,482	3,686	16,350	12,658
April	127,903	47,118	3,647	3,808	16,536	12,736
May	129,651	48,862	3,885	3,747	16,805	13,098
June	130,887	48,392	3,883	3,917	17,021	13,047
July	134,368	50,888	3,979	3,888	17,274	13,277
August	130,458	47,301	3,811	3,987	17,969	13,307
September	134,883	50,013	3,870	4,180	18,313	13,443
October	135,399	50,720	3,681	3,880	17,156	13,365
November	136,311	50,988	3,909	4,077	17,474	13,517
December	128,178	47,277	3,593	3,905	16,207	12,347
<b>2011</b>						
January	132,963	49,031	3,920	4,264	17,088	12,980
February	133,863	50,439	4,015	4,102	17,491	13,632
March	136,193	51,091	4,262	4,299	18,217	13,537
April	135,994	51,756	3,931	4,039	18,031	13,716
May	127,887	47,356	3,833	4,146	17,971	12,273
June	141,651	54,141	4,118	4,408	19,919	13,671
July	132,722	49,386	3,956	4,042	18,425	13,337
August	132,341	49,323	4,068	4,168	18,886	13,409
September	134,389	49,653	3,919	4,217	19,098	13,643

# Definitions

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## Trucks

Trucks include light and heavy trucks, minivans, sport utility vehicles, vans, coaches and buses, regardless of their intended use.

## Passenger car

The term passenger car refers to all vehicles whose primary function is to carry passengers, excluding those vehicles classified as a commercial vehicle (see definition above). Passenger cars also include cars used for commercial purposes, i.e. taxis, auto rentals and other car fleets.

## Country of origin

New motor vehicles fall into two categories defined on the basis of origin: those manufactured in North America and those manufactured overseas. The latter are imported in a fully assembled state from countries other than the United States or Mexico. All passenger cars and commercial vehicles assembled in Canada, Mexico and the United States and sold in Canada classified are as North American manufactured vehicles.

## Motor vehicle sales - units

The number of new motor vehicles sold in Canada.

## Motor vehicle sales - dollars

Net sales refers to the selling price to the consumer, i.e., manufacturer's invoice price plus estimated dealer's markup, including charges for standard and optional accessories. Sales taxes are excluded.

## Average price of passenger cars

The average price is obtained by dividing the total dollar sales by the number of units sold. Therefore, changes in the average price reflect variations in the models sold as well as price changes. For example, an increase in the average price for passenger cars may reflect both a shift to more expensive models as well as price increases.

# Appendix I

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## Scope of the survey

The interest in and need for detailed statistics on the automobile industry arose years ago, when the industry began playing a prominent role in the Canadian economy. For over 50 years, Statistics Canada has been collecting and disseminating statistical information on the retail sales of new motor vehicles. Not only are these statistics required to produce estimates of Canadian consumer spending for the national accounts and the gross domestic product, but they have also served and continue to serve as one of the most important, most often requested indicators of the health of Canada's economy.<sup>1</sup>

However, estimates of the total retail sales volume of new motor vehicles were not sufficient to meet the incessant demand for more information. There came an increasing need for data on the characteristics of the fleet of new vehicles sold at retail, either to learn more about the preferences of Canadian consumers or to assess the penetration of the Canadian market by major foreign manufacturers. Statistics on new motor vehicle sales were expanded in the early 1970s to provide separate figures for Japanese vehicle sales.

The statistics in this report cover exclusively retail sales of new motor vehicles within Canada's borders. Data are derived from a postal survey (a census - see the methodology section at the end of the report for more details).

Other statistics connected with the automobile industry (sales of new and used car dealers, auto parts and accessories stores and so on) are available on the monthly Retail Trade survey (Catalogue No. 63-005). For further information, please contact the Retail Commodity Section, Distributive Trades Division, Statistics Canada, Ottawa, K1A 0T6, (Telephone: 613-951-3549 or toll free at 1-877-421-3067).

## Data quality and methodology

This survey is a census of all motor vehicle manufacturers and importers known to be active in Canada.

The value of sales is reported at selling price to consumer (i.e. the manufacturer's invoice price plus estimated dealer's markup, charges for standard equipment and options, less provincial sales tax and federal goods and services tax (G.S.T.) and harmonized sales tax (H.S.T.)).

The response rate for this survey is generally 100%. Minimal estimation is required so there is little bias resulting from non-response introduced in these data.

All attempts have been made to minimize the non-sampling errors: the questionnaires used in the survey have been carefully designed to minimize different interpretations; detailed acceptance testing has been carried out for the different stages of editing and processing.

## Data confidentiality

Statistics Canada is prohibited by law from publishing any statistics which would divulge information relating to any identifiable business without the previous consent in writing of that business.<sup>2</sup> The disclosure of data likely to reveal specific information on the activity of a particular company is systematically and rigorously controlled and regulated to prevent the publication or disclosure of any information deemed confidential. The rules regarding confidentiality

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1. The new motor vehicle sales series is one of ten statistical series making up the leading indicator developed by Statistics Canada for current economic analysis purposes.

2. See Section 17 of the Statistics Act (Chapter 5-19), entitled «Secrecy».

are therefore applied in such a way that no data are shown for cells (or statistical units). If information is withheld for reasons of confidentiality an "X" will appear in the appropriate cell of this publication.

Another way of preserving data confidentiality without having to enter an "X" is to combine (consolidate) the information **from selected regions** (or selected cells) for the same item. The data in question can be aggregated and published in a less detailed, but still confidential, form. For example, the data for the Northwest Territories, the Yukon and Nunavut are included with the British Columbia data.

## Seasonal adjustment

Time series contain the elements essential to the description, explanation and forecasting of the behaviour of an economic phenomenon: "They are statistical records of the evolution of economic processes through time."<sup>3</sup> Economic time series such as the New Motor Vehicles Sales Survey can be broken down into five main components: the trend-cycle, seasonality, the trading-day effect, the Easter holiday effect and the irregular component.

The trend represents the long-term change in the series, whereas the cycle represents a smooth, quasi-periodical movement about the trend, showing a succession of growth and decline phases (e.g., the business cycle). These two components—the trend and the cycle—are estimated together, and the trend-cycle reflects the fundamental evolution of the series. The other components reflect short-term transient movements.

The seasonal component represents sub-annual, monthly or quarterly fluctuations that recur more or less regularly from one year to the next. Seasonal variations are caused by the direct and indirect effects of the climatic seasons and institutional factors (attributable to social conventions or administrative rules; e.g., Christmas).

The trading-day component originates from the fact that the relative importance of the days varies systematically within the week and that the number of each day of the week in a given month varies from year to year. This effect is present when activity varies with the day of the week. For instance, Sunday is typically less active than the other days, and the number of Sundays, Mondays, etc., in a given month changes from year to year.

The Easter holiday effect is the variation due to the shift of part of April's activity to March when Easter falls in March rather than April.

Lastly, the irregular component includes all other more or less erratic fluctuations not taken into account in the preceding components. It is a residual that includes errors of measurement on the variable itself as well as unusual events (e.g., strikes, drought, floods, major power blackout or other unexpected events causing variations in respondents' activities).

Thus, the latter four components—seasonal, irregular, trading-day and Easter holiday effect—all conceal the fundamental trend-cycle component of the series. Seasonal adjustment (correction of seasonal variation) consists in removing the seasonal, trading-day and Easter holiday effect components from the series, and it thus helps reveal the trend-cycle. While seasonal adjustment permits a better understanding of the underlying trend-cycle of a series, the seasonally adjusted series still contains an irregular component. Slight month-to-month variations in the seasonally adjusted series may be simple irregular movements. To get a better idea of the underlying trend, users should examine several months of the seasonally adjusted series.

Since April 2008, New Motor Vehicle Sales Survey data are seasonally adjusted using the X-12-ARIMA<sup>4</sup> software. The technique that is used essentially consists of first correcting the initial series for all sorts of undesirable effects, such as the trading-day and the Easter holiday effects, by a module called regARIMA. These effects are estimated using regression models with ARIMA errors (auto-regressive integrated moving average models). The series can also be extrapolated for at least one year by using the model. Subsequently, the raw series—pre-adjusted and extrapolated if applicable—is seasonally adjusted by the X-11 method.

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3. «A Note on the Seasonal adjustment of Economic Time Series», Canadian Statistical Review, August 1974.

4. For more information, see X-12-ARIMA Reference Manual Version 0.3 (2007), U.S. Census Bureau.

The X-11 method is used for analysing monthly and quarterly series. It is based on an iterative principle applied in estimating the different components, with estimation being done at each stage using adequate moving averages.<sup>5</sup> The moving averages used to estimate the main components—the trend and seasonality—are primarily smoothing tools designed to eliminate an undesirable component from the series. Since moving averages react poorly to the presence of atypical values, the X-11 method includes a tool for detecting and correcting atypical points. This tool is used to clean up the series during the seasonal adjustment. Outlying data points can also be detected and corrected in advance, within the regARIMA module.

Lastly, the annual totals of the seasonally adjusted series are forced to the annual totals of the original series.

Unfortunately, seasonal adjustment removes the sub-annual additivity of a system of series; small discrepancies can be observed between the sum of seasonally adjusted series and the *direct* seasonal adjustment of their total. To insure or restore additivity in a system of series, a reconciliation process is applied or *indirect* seasonal adjustment is used, i.e. the seasonal adjustment of a total is derived by the summation of the individually seasonally adjusted series.

To assist the user, the Months of Cyclical Dominance number, MCD, is provided.<sup>6</sup> The MCD is the shortest monthly span for which a certain ratio becomes and remains less than one, that is, the ratio for which the absolute average percentage change of the trend-cycle of the seasonally adjusted series becomes greater than the absolute average per cent change of the irregular component. The MCD can be interpreted as the number of months over which a change in the seasonally adjusted series must move in a given direction before one can be reasonably certain that the trend-cycle of that series also has moved in the given direction. Clearly small MCD's are desirable and indicative of a smooth series. Applying a moving average to the seasonally adjusted data of MCD length tends to smooth irregular movements which may obscure the underlying trend-cycle. The MCD moving average provides a method of reducing all types of series to approximately the same degree of smoothness, whatever the size of the irregular component in the original series.

## Revision procedures

The seasonally adjusted estimates are revised for the three months preceding the reference period. Monthly unadjusted data are revised for the previous month, when new information is made available to Statistics Canada. In addition, unadjusted new motor vehicle sales are revised each year, for the latest year, in the February issue of this publication. At that time, monthly seasonally adjusted estimates for the latest four years of data are revised.

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5. Ladiray, D. and Quenneville, B. (2001). Seasonal Adjustment with the X-11 Method. New York: Springer-Verlag, Lecture Notes in Statistics #158.

6. MCD = 8 for North American passenger cars. MCD = 4 for Overseas passenger cars. MCD = 8 for Commercial vehicles.



## Appendix II

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### List of North American motor vehicle manufacturers

B.M.W. Canada Inc.  
Blue Bird Body Co.  
Chrysler Canada Inc.  
Ford Motor Company of Canada Limited  
Freightliner of Canada Ltd.  
General Motors of Canada Limited  
Honda Canada Inc.  
Hyundai Auto Canada Inc.  
International Truck and Engine Corporation Canada  
Kenworth Div., Paccar of Canada Ltd.  
Mack Canada Inc.  
Mazda Canada Inc.  
Mitsubishi Motor Sales of Canada, Inc.  
Motor Coach Industries Limited  
New Flyer Industries Ltd.  
Nissan Canada Inc.  
Nova Bus Corp.  
Orion Bus Industries Inc.  
Peterbilt Div., Paccar of Canada Ltd.  
Prévost Car Inc.  
Sterling Heavy Duty Trucks  
Subaru Canada Inc.  
Suzuki Canada Inc.  
Thomas Built Buses of Canada Ltd.

Toyota Canada Ltd.

Volkswagen Canada Inc.

Volvo Trucks Canada Inc.

Western Star Trucks Inc.

## **List of importers and distributors of overseas manufactured motor vehicles**

### **Japan**

General Motors of Canada Ltd.

Hino Diesel Trucks Canada Ltd.

Honda Canada Inc.

Mazda Canada Inc.

Mitsubishi Motor Sales of Canada, Inc.

Nissan Canada Inc.

Subaru Canada Inc.

Suzuki Canada Inc.

Toyota Canada Inc.

### **Other Countries**

B.M.W. Canada Inc.

Ford Motor Company of Canada Limited

General Motors Canada Ltd.

Hyundai Auto Canada Inc.

Jaguar Canada Inc.

Kia Canada Inc.

Land Rover group Canada Inc.

Mercedes-Benz Canada Inc.

Porsche Cars of Canada Ltd.

Volkswagen Canada Inc.

Volvo Cars of Canada Ltd.